

EXHIBIT “B”

Logans Pointe Plan 2011

Forecast

	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	FY 2011
Gross Potential Rent	\$153,412	\$148,810	\$146,880	\$146,880	\$146,880	\$146,880	\$149,818	\$149,818	\$149,818	\$149,818	\$149,818	\$149,818	\$1,788,647
Loss to Vacancy	\$32,216	\$28,274	\$24,970	\$23,501	\$22,032	\$20,563	\$17,978	\$14,982	\$16,480	\$17,978	\$20,974	\$20,974	\$260,923
Discounts/Concessions	\$19,944	\$19,345	\$17,626	\$16,157	\$14,688	\$13,219	\$11,985	\$10,487	\$10,487	\$10,487	\$11,985	\$13,484	\$169,894
Net Delinquency	\$4,602	\$4,464	\$3,672	\$3,672	\$3,672	\$2,938	\$2,247	\$2,247	\$2,247	\$2,247	\$2,247	\$2,247	\$36,504
Net Prepaid/ Rental Income	-\$767	-\$744	-\$367	-\$367	-\$367	-\$367	-\$375	-\$375	-\$375	-\$375	-\$375	-\$375	-\$5,227
	\$97,417	\$97,470	\$100,980	\$103,918	\$106,855	\$110,527	\$117,981	\$122,476	\$120,978	\$119,480	\$114,985	\$113,487	\$1,326,553
	\$10,739	\$10,417	\$10,282	\$10,282	\$10,282	\$10,282	\$10,487	\$10,487	\$10,487	\$10,487	\$10,487	\$10,487	\$125,205
	\$108,155	\$107,887	\$111,262	\$114,199	\$117,137	\$120,809	\$128,469	\$132,963	\$131,465	\$129,967	\$125,472	\$123,974	\$1,451,758
	79.0%	81.0%	83.0%	84.0%	85.0%	86.0%	88.0%	90.0%	89.0%	88.0%	86.0%	86.0%	86.0%
	63.5%	65.5%	68.8%	70.8%	72.8%	75.3%	78.8%	81.8%	80.8%	79.8%	76.8%	75.8%	75.8%
Payroll Expense	\$17,636	\$17,636	\$17,636	\$26,250	\$17,636	\$17,636	\$17,636	\$17,636	\$17,636	\$26,250	\$17,636	\$17,989	\$229,213
General and Administrative	\$10,146	\$11,000	\$11,500	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$140,646
Maintenance and Repairs	\$3,516	\$7,792	\$8,511	\$9,238	\$10,106	\$11,009	\$12,096	\$8,895	\$9,664	\$9,931	\$10,134	\$10,262	\$111,155
Make Ready	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$101,000
Marketing & Advertising	\$2,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$35,000
Utilities	\$15,124	\$15,124	\$15,124	\$16,637	\$16,637	\$16,637	\$16,637	\$16,637	\$16,637	\$16,637	\$16,637	\$16,637	\$195,101
Fees and Licenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,072	\$0	\$0	\$0	\$0	\$2,072
Insurance	\$9,048	\$9,048	\$9,048	\$9,048	\$9,048	\$9,048	\$9,048	\$9,048	\$9,048	\$9,048	\$9,048	\$9,048	\$108,576
Taxes	\$15,717	\$15,717	\$15,717	\$15,717	\$15,717	\$15,717	\$15,717	\$15,717	\$15,717	\$15,717	\$15,717	\$15,717	\$188,604
	\$82,187	\$88,317	\$89,536	\$100,889	\$93,143	\$93,047	\$94,133	\$93,005	\$91,701	\$100,583	\$92,172	\$92,652	\$1,111,366
	\$25,968	\$19,570	\$21,726	\$13,310	\$23,993	\$27,762	\$34,335	\$39,958	\$39,764	\$29,384	\$33,301	\$31,322	\$340,392
	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Mortgage Secured Payments	\$42,485	\$42,485	\$42,485	\$16,875	\$16,875	\$16,875	\$16,875	\$16,875	\$16,875	\$16,875	\$16,875	\$16,875	\$279,329
Unsecured Payments				\$2,800	\$2,800	\$2,800	\$2,800	\$2,800	\$2,800	\$2,800	\$2,800	\$2,800	\$25,200
Extraordinary Expenses	\$3,500	\$3,500	\$4,500	\$4,500	\$4,500	\$85,500	\$5,500	\$5,500	\$5,500	\$4,500	\$4,500	\$3,500	\$135,000
Vacant Make Readies	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cap Ex Escrow	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$6,400	\$6,400	\$6,400	\$6,400	\$25,600
Other Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	\$45,985	\$45,985	\$46,985	\$24,175	\$24,175	\$105,175	\$25,175	\$25,175	\$31,575	\$30,575	\$30,575	\$29,575	\$465,129
	\$136	\$12,262	\$116,064	\$112,375	\$100,882	-\$60,615	-\$25,175	-\$25,175	-\$31,575	-\$30,575	-\$30,575	-\$29,575	\$108,455
	-\$20,016	-\$26,415	-\$25,259	-\$10,865	-\$182	-\$77,413	\$9,160	\$14,783	\$8,189	-\$1,191	\$2,726	\$1,747	-\$124,737
	\$46,121	\$58,247	\$163,049	\$136,550	\$125,057	\$44,560	\$0	\$0	\$0	\$0	\$0	\$0	\$573,584

Logans Pointe Plan 2011

Forecast

	FY 2012	FY 2013	FY 2014	FY 2015
Revenues				
Rental Revenue				
Gross Potential Rent	\$1,831,571	\$1,886,608	\$1,924,340	\$1,962,827
Loss to Vacancy	\$223,985	\$221,405	\$224,222	\$228,706
Discounts/Concessions	\$127,940	\$108,395	\$94,447	\$75,161
Net Delinquency	\$27,474	\$28,299	\$28,865	\$29,442
Net Prepaid/ Rental Income	-\$4,579	-\$4,717	-\$4,811	-\$4,907
Net Rental Revenue	\$1,456,753	\$1,533,225	\$1,581,616	\$1,634,424
Other Revenue	\$128,210	\$132,063	\$134,704	\$137,398
Net Revenue	\$1,584,963	\$1,665,288	\$1,716,320	\$1,771,822
Physical Occupancy	86.0%	86.0%	86.0%	86.0%
Economic Occupancy	77.8%	77.8%	79.8%	79.8%
Expenses				
Operating Expense				
Payroll Expense	\$233,437	\$238,109	\$242,874	\$247,731
General and Administrative	\$144,000	\$144,000	\$144,000	\$144,000
Maintenance and Repairs	\$40,765	\$40,768	\$40,768	\$40,768
Make Ready	\$88,000	\$84,000	\$84,000	\$84,000
Marketing & Advertising	\$36,000	\$36,000	\$36,000	\$36,000
Utilities	\$206,444	\$215,519	\$224,593	\$233,668
Fees and Licenses	\$0	\$0	\$0	\$0
Insurance	\$114,005	\$119,434	\$124,862	\$124,862
Taxes	\$198,034	\$207,464	\$216,895	\$216,895
Total Operating Expense	\$1,060,685	\$1,085,293	\$1,113,992	\$1,127,924
Net Operating Income (NOI)	\$524,277	\$579,994	\$602,328	\$643,898
Capital Expenses	\$0	\$0	\$0	\$0
Other Income/Expense				
Other Expense				
Mortgage Secured Payments	\$246,296	\$260,895	\$260,895	\$260,895
Unsecured Payments	\$33,600	\$33,600	\$33,600	\$33,600
Extraordinary Expenses	\$55,000	\$55,000	\$55,000	\$55,000
Vacant Make Readies	\$0	\$0	\$0	\$0
Cap Ex Escrow	\$76,800	\$76,800	\$76,800	\$76,800
Other Taxes	\$0	\$0	\$0	\$0
Total Other Expense	\$411,696	\$426,295	\$426,295	\$426,295
Net Other Income/Expense	\$411,696	\$426,295	\$426,295	\$426,295
Cash Flow	\$112,581	\$153,699	\$176,033	\$217,603

Logans Pointe Plan Assumptions

Revenues

Gross Potential Rent- Jan 2011 falls as higher legacy leases expire. Low market rates for first half of 2011, increasing slowly over the next several years

Discount and Concessions- Have been running as high as 13%. As occupancy increases, concessions will decrease. Market competition will impact this the most

Net Delinquency- Currently running at 3%, goal is to reduce to 1.5% or less

Other revenue- expected to average at 9%

Expenses

Payroll- expected to remain the same as the past year for the next year, a 2% rise annually thereafter

Utilities- Estimated to increase 10% annually

Insurance- Estimated to remain the same as last year and then increase 5% annually

Taxes- Estimated to remain the same as last year and then increase 5% annually

Floor Plan	Plan Type	Posted	Posted GPR	Special	Special GPR
A 1 x 1	64	445	28480	\$412	\$26,368
B 1 x 1	80	465	37200	\$430	\$34,427
C 2 x 1	24	585	14040	\$540	\$12,968
E 2 x 1.5	40	680	27200	\$627	\$25,097
D 2 x 2	40	730	29200	\$673	\$26,930
F 3 x2	8	870	6960	\$802	\$6,413
	256	3775	143080	\$3,485	\$132,202

Concession Discount as a percentage

7.6%

22 unit rehab potential monthly revenue

Unit	Type	Posted	Special
114	A 1x1	475	440
115	A 1x1	475	440
305	A 1x1	475	440
408	A 1x1	475	440
1303	A 1x1	475	440
1306	A 1x1	475	440
1309	A 1x1	475	440
1316	A 1x1	475	440
1602	A 1x1	475	440
1610	A 1x1	475	440
503	B 1x1	495	458
904	B 1x1	495	458
912	B 1x1	495	458
913	B 1x1	495	458
1013	B 1x1	495	458
1105	B 1x1	495	458
1107	B 1x1	495	458
2406	D 2x2	695	641
2407	D 2x2	695	641
1703	E 2x1.5	665	614
2105	E 2x1.5	665	614
2206	E 2x1.5	665	614
		11600	10730

Floor Plan	Plan Type	Posted	Posted GP	Special	Special GPR
A 1 x 1	64	475	30400	\$440	\$28,128
B 1 x 1	80	495	39600	\$458	\$36,627
C 2 x 1	24	645	15480	\$595	\$14,288
E 2 x 1.5	40	665	26600	\$614	\$24,547
D 2 x 2	40	695	27800	\$641	\$25,647
F 3 x2	8	875	7000	\$806	\$6,449
	256	3850	146880	\$3,554	\$135,685

Concession Discount as a percentage

7.6%

24 down unit rehab potential monthly revenue

Unit	Type	Posted	Special
101	A 1X1	475	440
102	A 1X1	475	440
105	A 1X1	475	440
113	A 1X1	475	440
603	B 1X1	495	458
607	B 1X1	495	458
609	B 1X1	495	458
610	B 1X1	495	458
611	B 1X1	495	458
612	B 1X1	495	458
613	B 1X1	495	458
614	B 1X1	495	458
616	B 1X1	495	458
1115	B 1X1	495	458
701	C 2X1	645	595
702	C 2X1	645	595
703	C 2X1	645	595
704	C 2X1	645	595
706	C 2X1	645	595
707	C 2X1	645	595
708	C 2X1	645	595
1801	E 2X1.5	665	614
		12030	11119

Logans Point Plan 04Jan11_LRS_Annual_2012-2015 formatted revised 16Jan11 version 2

	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	
22 Units Rehab			\$46,121												\$46,121
22 Units Extensive Rehab					\$36,376	\$36,376	\$36,376								\$109,129
Landscaping					\$3,080										\$3,080
Foundations					\$26,978										\$26,978
Initial HVAC				9185											\$9,185
Asphalt				\$7,260											\$7,260
Stairs rehab				\$4,290	\$4,290										\$8,580
Club Room Rehab					\$7,645	\$7,645									\$15,290
Office Remodel				\$13,475	\$13,475										\$26,950
Tennis Court Repairs					\$1,485										\$1,485
Pool Area Repairs					\$1,250										\$1,250
Gazebo area rehab					\$3,500										\$3,500
Contengencies 5%				\$1,711	\$3,085	\$382									\$5,178
Air Conditioners				\$19,330	\$19,330	\$19,330	\$19,330	\$19,330							\$96,650
Exterior Paint					\$15,000	\$15,000	\$15,000								\$45,000
Exterior Carpentry					\$15,000	\$15,000	\$15,000	\$15,000							\$60,000
General Parking lot						\$10,700	\$10,700								\$21,400
Playground						\$10,000	\$10,000								\$20,000
Grounds Rehab					\$4,250	\$4,250	\$4,250	\$4,250							\$17,000
Lighting						\$2,500	\$2,500								\$5,000
Pool area & furniture						\$3,000									\$3,000
Contingencies 5%				\$967	\$2,679	\$3,989	\$3,839	\$1,929							\$13,403
Rehab Mgmt Fee				\$2,030	\$5,626	\$8,377	\$8,062	\$4,051							\$28,145
		\$0	\$46,121	\$58,247	\$163,049	\$136,550	\$125,057	\$44,560	\$0	\$0	\$0	\$0	\$0	\$0	\$573,584